

Message Text

CONFIDENTIAL

PAGE 01 BAGHDA 00068 270732Z

11 L
ACTION EB-07

INFO OCT-01 NEA-09 ISO-00 PM-03 NSC-05 SP-02 SS-15 RSC-01

L-02 CIAE-00 INR-07 NSAE-00 MC-01 DODE-00 COME-00

/053 W

----- 047105

R 240655Z JAN 75
FM USINT BAGHDAD
TO SECSTATE WASHDC 1568
INFO AMEMBASSY BEIRUT

C O N F I D E N T I A L BAGHDAD 0068

EO 11652: GDS
TAGS: BEXP EAIR IZ
SUBJ: NEW A/C SALES TO IRAQ

REF: BAGHDAD 53

1. BAGHDAD INUNDATED THIS WEEK WITH SALESMEN FROM U S
AIRCRAFT INDUSTRY AS GOI NEARS FINAL DECISION ON NEW
PROCUREMENT. THIS IS SUMMARY OF INFO AVAILABLE TO
USINT ON THESE NEGOTIATIONS:

2. BOEING APPEARS TO BE WELL OUT IN FRONT AND THEY ARE
EXTREMELY CONFIDENT THAT FINAL CONTRACT FOR 3 727S, ONE
MORE 373 AND 2 747S (WITH OPTION ON 2 MORE) WILL BE
SIGNED SHORTLY. DEMONSTRATION FLIGHT OF 747 ON JAN 18
WAS HAMPERED BY ARRIVAL OF PM GANDHI, BUT
BOEING GROUP LED BY PRESIDENT OF COMMERCIAL AIRCRAFT
CORP. WAS WARMLY RECEIVED. HIGH LEVEL
TEAM HAVING INTENSIVE NEGOTIATIONS WITH IRAQI AIRWAYS
AND A/C SELECTION COMMITTEE.

3. LOCKHEED IS STILL HOPEFUL. DETAILS OF STATUS OF
THEIR NEGOTIATIONS CONTAINED REFTTEL.

4. MCDONNELL-DOUGLAS, TO THEIR SURPRISE, WERE CALLED BACK
CONFIDENTIAL

CONFIDENTIAL

PAGE 02 BAGHDA 00068 270732Z

ON URGENT BASIS WEEK OF JAN 20 TO DISCUSS DC-10 PACKAGE.

WHEN THEIR REPS (GEORGE POHLE FROM BEIRUT AND OFFICIAL FROM LONG BEACH) ARRIVED, HOWEVER, THEY WERE KEPT WAITING AND HAD FEW SUBSTANTIVE DISCUSSIONS. (COMMENT: DOUGLAS' SALES EFFORT HERE HAS BEEN INEPT FROM START AND THEY ARE GIVEN VIRTUALLY NO CHANCE OF WINNING CONTRACT. THEY ARE APPARENTLY BEING USED BY IRAQUIS TO KEEP PRESSURE ON FOR LAST MINUTE CONCESSIONS FROM BOEING OR LOCKHEED.)

5. GENERAL ELECTRIC AND PRATT WHITNEY REPS ALSO HERE TO COMPETE FOR ENGINE SALES, BUT I HAVE NO DETAILS. A-300 AIRBUS IS GIVEN VIRTUALLY NO CHANCE OF SECURING ORDER BY AMERICAN REPS BUT THEIR REPRESENTATIVES ARE ALSO IN TOWN. LOWRIE

CONFIDENTIAL

NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: PROCUREMENT, COMMERCIAL AIRCRAFT
Control Number: n/a
Copy: SINGLE
Draft Date: 24 JAN 1975
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: greeneet
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1975BAGHDA00068
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: GS
Errors: N/A
Film Number: D750029-0321
From: BAGHDAD
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1975/newtext/t19750124/aaaaavem.tel
Line Count: 74
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION EB
Original Classification: CONFIDENTIAL
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: CONFIDENTIAL
Previous Handling Restrictions: n/a
Reference: 75 BAGHDAD 53
Review Action: RELEASED, APPROVED
Review Authority: greeneet
Review Comment: n/a
Review Content Flags:
Review Date: 06 AUG 2003
Review Event:
Review Exemptions: n/a
Review History: RELEASED <06 AUG 2003 by KelleyW0>; APPROVED <26 NOV 2003 by greeneet>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
05 JUL 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: NEW A/C SALES TO IRAQ
TAGS: BEXP, EAIR, IZ
To: STATE
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 05 JUL 2006